



Afraid to Go Home in the Dark

Governor William Spry—"I can recall some very vivid recollections about my first job. I learned to whistle while skirting around the Windsor forest, near Windsor, England, while delivering shoes late at night for the man who employed me. That forest seemed to be filled with ghosts and goblins of all shapes and sizes and I dreaded it above all things at night when I had to run errands in that district. If I ever passed through it, I used to whistle to keep myself company."

"I was 9 years old when I went to work for Thomas Large, the proprietor of a shoe store, in Windsor. At 7 o'clock in the morning I opened up the store, taking down the big green shutters and getting everything ready for the clerks when they came to work. I remained at the store until 9 o'clock and then went to school."

"I hurried to the store again at the noon recess and did small jobs about the store while I ate my lunch. At 2 o'clock I went back to school and then came back at 4 o'clock in the afternoon. Until 9 o'clock at night I remained at the store and helped close it up. After that I delivered shoes and it was generally 10 or 11 o'clock before I got home."

"On Saturdays I went to the store at 7 o'clock in the morning and stayed until 11 o'clock at night. After that I delivered shoes and used to get home early Sunday mornings. When business was rushing at the store on Saturdays I was sometimes given an opportunity to wait upon a customer which afforded me great delight."

"For two years I remained in the employment of Large in his store. The first wages I received was 18 pence a week. My wages were raised twice while at work in the store. When I gave up my first job I was earning two shillings a week, almost 50 cents."

"In a short time after I left the store I came to this country with my parents. That is a number of years ago. I had not thought of my first job for a long time until I was reminded of it."

Drove Oxen; Now Congressman

Congressman Joseph Howell started to earn real money at the age of 14, to quote him:

"When 14 years of age I was engaged as a teamster, freighting from Kelton to Boise, but at that time I was not what you would call my own boss, being entirely under the direction of others, so I think that the first real job I ever had was that of teaching school in Wells-ville. That was in the year 1877. I had graduated from the University of Utah, or the Deseret University as it was then called, in June of that year and I started to teach in July, at a salary of \$35 per month."

"I think that job was the hardest one I ever undertook, and I worked at it harder than at any other that I remember of. The school house was a log affair, with a dirt roof, and was about 25x40 in size. There I had a class of 110 pupils to teach. I managed to get along fairly well and I regard that feat as the greatest one I have accomplished. There were no desks in the room, just plain benches without any backs to them, and very few other facilities. That would be regarded as a shocking condition of things nowadays, and doubtless would be, but at that time the people had so little themselves that that was all they could afford. Nevertheless they were determined to give their children what education they could afford."

"The next year we were provided with more room, and we graded our school. I taught for a while longer and then entered the Wellsville Co-op as manager, where I held for 20 years. I have spent my life in work and have found profit and enjoyment in my labors but perhaps my first job afforded me greater pleasure than all the others combined."

Kept Books at a Mine

John S. Branstford, Mayor of Salt Lake—"The first work I ever did for pay was for the Dutch Hill Mining company of Plymouth, Cal. I was employed as a book-keeper and clerk in the company's store. Supplies and general merchandise were carried by the company in its store for the miners and residents of the camp."

"I was 18 years old when I went to work for the company and remained there for a year. I received \$60 a month and my board and room. Before I went to work for the mining company, I worked for my father who was a merchant, and learned the business. In 1872 and 1873, my father sent me to school. I took a two-year course, after completing high school, at Heald's business college in San Francisco."

"When I returned from school at the end of two years I went back to work in my father's store. I kept books and clerked for awhile. Then I managed the business for a short time. In a disastrous fire in the city where we lived the store was burned down with considerable loss."

"It was shortly after this that I decided to start out for myself. I heard of the position at the mining company's store and applied for it. After talking with the manager we finally agreed upon terms and I took the position for a year. After my year was up I left and went in the merchandise business for myself in another part of California. I saved some money from my first job and it represented the capital I had when I went in business for myself. Since then I have engaged in various kinds of business and I have learned that the best thing to do is to work for yourself."

Drove Nails; Now a Millionaire

W. S. McCormick, Banker—"I worked at the carpenter trade, first, I believe, but it is so long ago that I have forgotten just how much I earned. I must have earned something but it was not very much. I worked for my cousin, who was a carpenter in Prince Edward county, which was then called Upper Canada, and now known as Ontario. For two years I worked at the trade but did not serve out an apprenticeship. I was 20 years old when I went to work, doing mostly rough carpenter work. During that time I saved some money and when I was 22 years old I decided to go to California. I figured out pretty close what it would cost me to take the trip. I did not believe I had enough money so I borrowed \$50 to be sure of making California."

"When I arrived in California in 1880, I just had that \$50 left and I regarded it almost as being sacred. The first week I was in California I had that \$50 stolen from me. I was left without a cent and immediately went to work. I hired out on a farm to a man at \$20 a month and board and agreed to remain with him a year."

"After I had been with him a few months I found that I could earn more money on some adjoining farms. I was offered several jobs but I considered that a contract was binding and I remained the year with the man whom I had agreed to work until the time expired."

Hauled Wood on Shares

Steve Knight, the wealthy mining operator of Provo, arrived in Salt Lake with his mother in 1859. He was 4 years old when they landed in the first ward. Of his first job he says: "The first job was in 1855, when I was nearly 10 years old. My mother hired a yoke of cattle on shares and I drove them into the canyons for loads of wood. The wood was brought to Salt Lake and used for fuel or exchanged for produce. There were older men and boys doing the same work and we helped one another over the hard places. I drove oxen until I was 12, then I went to Santa Clara and worked nine months for my brother, Samuel Knight, for a colt. When about 16 years old I hired out to B. M. Roberts, of Provo, and went to Bear Lake valley, Ida., to look after some cattle for him. I believe I helped to build the first house—a log cabin—in the Bear Lake valley, somewhere near the north end of the valley. Mr. Roberts had a con-

tract for supplying the overland mail stations with hay, and I hauled hay for him on that contract from Fish Springs to Dugway station and other stations. It would generally take two days and a night to make the trip with an ox team, and that meant two days and a night without sleep. At 17 I made a trip to the Miasma river for emigrants, driving a team sent out by the Church. At 18 I got a wagon and yoke of oxen of my own. I then told mother I would not work for anybody but myself, and I have managed to stick to that promise ever since."

Humble Beginning in Law Office

Samuel Newhouse, Mining Man and Capitalist—"I started out in life for myself on a salary of \$4 a week, when I went to work in a law office in Scranton, Pa. My first duties were to build the fire in the morning, sweep out the office and get things in readiness for A. H. Winton, the attorney, by whom I was employed. After I had been there for a short time I took up his correspondence which I handled. I was gradually promoted until I began to prepare cases. I remained in the office for four years. At the end of that time I was receiving a salary of \$5,000 a year."

"When I entered the law office I was 20 years old. I had completed a two-years' course in elementary law in the College of Pennsylvania. During the time I was in the law office I rented a room on a back street where I cooked my own meals and kept my own room. After working in the office all day I read law under the direction of my employer at night."

"I practically served out an apprenticeship in the law under Atty. Winton. After leaving his office at the end of three years I was engaged by E. N. Willard, another attorney, and assisted him for several months. Later I came west where opportunities for big things seemed brighter for young men. I took up the mining business which occupied my attention for several years."

Nightwatchman at Fourteen

M. H. Walker, President of Walker Bros., Bankers—"Outside of the business interests of the Walker Brothers, I never did any work in my life, but I started out pretty early to work for the firm. I was 14 years old when it became my duty to sleep in the store at night, acting as watchman. The Walker Bros. Dry Goods store then occupied a small one-story building on the west side of Main street where the building now stands occupied by the Daynes Jewelry company. This was in 1859."

"Besides sleeping in the store I had other duties to perform. In the mornings I got up early, about 6 o'clock, and opened the store. I swept out and had everything in shape when my older brothers came to work. Then I went home to breakfast. I was the last one down to the table every morning. I was living with my mother then and before going to school I did odd jobs about the house for her."

"I attended school for two winters in a little ward school house where they taught the 'three R's'. After school I went back to the store and worked until closing time delivering goods and doing other errands, such as unpacking goods. I practically completed the course given at the ward school in two years and then went to work in the store as a clerk with my other brothers. Later I kept books. Finally I was admitted into the firm, working my way up through all the departments of the business. For a number of years our store was across the street on Main opposite the old site, where the Gardner Clothing store is now located. The business was there when I was admitted to the firm. I was interested in the Dry Goods company for a number of years after it was incorporated and then later turned my time and attention to the banking business."

Understudy for Ruth the Gleaner

Charles W. Nibley, Presiding Bishop—"After I came to Utah with my parents I secured my first job. It was in the fall of the year 1860 and like all emigrant families who came to Utah in those early days, they had very little money and hardly any provisions on which to live. A few days after the family arrived here we found that the members would have to get out and seek employment in order to secure provisions for the winter."

"My mother started me out on my first job. The harvest was just over and she obtained permission to glean in the wheat fields in Wellsville, Cache county, where the family had settled, buying a small piece of farming land. I gleaned day after day during the fall, picking up the heads of wheat which had broken off and lay scattered about in the stubble. In those days the farmers used to cut their wheat with a cradle scythe, laying it out in swath. Then it was tied into bundles and carried off the field after becoming dry in the shock. In handling the wheat so much considerable was wasted. After the crop was taken off the field the farmers would allow anybody to glean who asked permission. My mother arranged for my job and I covered a good many acres of land on my first job. When I got a good sized bunch of heads of wheat I would tie them up and take my gleanings home with me every night. By the time winter came I had considerable wheat. Then I threshed the heads out with a stick on the barn floor."

"If I remember correctly I had about 10 bushels of wheat. It was taken to a little grist mill with a stone grinder near Logan and I believe we obtained about 600 pounds of flour. I was 11 years old when I came to Utah. Before coming to Utah, I lived with my parents in Rhode Island for five years. I was born in Scotland and came to this country when I was 6 years old."

Started as a Farm Hand

John Dern, president of the Consolidated Mercantile Gold Mining company and vice president of the National Copper Bank—"When I came to this country I was 16 years old, and I began work on a farm in La Sal county, Ill. It was the first job I ever had after I left my home and started out in the world for myself. I received \$18 a month and my board."

"Several years before I came from Germany my sister came to America and settled in Illinois. From her letters, I learned that the opportunities in this country were brighter than in Germany at that time for a young man starting out in life. I was attending school and I took up the English language. For two years I studied English and had some knowledge of it before leaving my native land. I was able to speak it quite fluently and could also write it."

"I arrived here from Germany in 1865. It was in the summer time and I lived with my sister. It was about two weeks after I arrived here that I went out and secured my first job. I hired out to Thomas Kimball, a farmer who lived in La Sal county not far from where my sister lived. For three summers I worked on the farm and then in the winter time I lived with my sister going to school and doing chores about the place for my board. I finished my schooling in three winters and then I took up other lines of work. When I came west years ago where opportunities seemed more plentiful I engaged in the mining business."

Bank President a News Carrier

Lewis S. Hills, President of Deseret National Bank—"My first job was a route carrier for The Springfield Republican, in Springfield, Mass. It was about the time of the Mexican war and the sales were pretty good. I was about 10 years old and attending school at the time. Every morning I was up at 3 o'clock and had to be at The Republican mailing room at 4 o'clock to get the paper off the press. From where I lived it was about a mile to The Republican office and meant a hard walk especially in the winter time so early in the morning. It was generally dark when I left the house."



"There was a rule at the office that the first boy who arrived got the route along the railroad track. Besides delivering the papers to regular subscribers there was a chance to sell a number of papers to transients and railroad men which made the route the most profitable."

"Did you succeed in getting the railroad route often?"

Mr. Hills was asked.

"Yes," he said with a smile; "I was often the first boy on the job and got the route. There was some lively competition among the boys, most of them attending the same high school as I did. I think we all received 15 cents a day and 1 cent profit on each extra paper sold. Sometimes it amounted to \$2 a week which kept me in spending money while in school."

"During the three years that I attended the Springfield high school I carried papers. I was 13 years old when I stopped work as a carrier but it was valuable experience to me."

"I was living with my foster parents at that time, both my father and mother being dead. While I was not forced to seek employment I felt as if I ought to be helping myself, earning my spending money at least while I was in school. After leaving school I started out for myself. The first job I had gave me confidence in myself and afforded me an opportunity to knock up against the corners of the world while I was a boy."

"In the high school at that time there were at least a dozen boys who were carrying papers. Our work caused some business rivalry between us and each week we used to figure up our earnings with considerable pride. While carrying papers the scholars increased the circulation of the paper by the competition in street sales which was gratifying to the management of the paper."

Handed Wages to Father

Col. Edwin F. Holmes, Shipowner, Capitalist and Mining Man—"I was the son of a well-to-do village blacksmith in Pontonville, Mich., and while I was assisting about the shop one day I secured my first job away from home. One of my father's customers came in to have some repairs done and he said he was short-handed in the harvest fields. I asked him if I could not help out and after securing the consent of my father I went to work for him."

"The first day I was set to work shocking grain and worked along with the other men in the field during the harvest season which lasted about three weeks. I was 13 years old at that time and received 50 cents a day."

"The night I received my pay I remember as though it was only yesterday. It was counted out to me in silver and I held it in my hand all the way as I hurried home. When I reached home, being a little later than usual, I found the family at supper. I marched in, tired but happy, and laid the money down on the table by my father's plate. I can remember how the family was seated about the table and can see the good things to eat spread upon the table. My father had a hearty laugh when I handed him the money. He gave it back to me and added to it as much more for a savings account. My first job made a lasting impression with me which I shall never forget."

"Since that time the little village of Pontonville has grown considerably and it has now assumed the dignified name of Fenton, dropping off the village, James Woodruff was the name of the farmer for whom I worked and some of his descendants still live there. My parents are both buried in my travels in the continent I visit the little village which is very dear to me in recollections."

"After I worked for Farmer Woodruff, I was never out of a job. I believe in keeping busy. Always take the best job that presents itself but in the meantime be looking for something better."

Dug Potatoes on Shares

John C. Cutler, Former Governor, Merchant and Capitalist—"I did not see a dollar in cash the first winter I worked but I succeeded in getting plenty to eat and wear. It was in 1864, in the fall of the year, when I arrived in Utah with my parents. The day after I reached Salt Lake valley I went to a distant relative of mine and said: 'I have got to get a job in the morning.' 'All right,' he said, 'I have a crop of potatoes you can dig on shares.' My brother, Thomas R. Cutler, and I dug the crop and traded what we did not need for something else in the line of provisions. That winter I also cut cedar wood on shares and hauled it into the city on shares. Some of the wood I sold at Fort Douglas and secured store orders for it. The first order I received for my wood was on the Godbe & Pitts company. The company had a general merchandise store at that time. The first thing I bought with an order was a pair of trousers."

"During that winter I lived with my parents at the mouth of East Mill creek canyon. My folks bought a piece of ground and my brother and I dug so many yards on the old canal from the Cottonwood canyon to get water on the land for the next season. We spent several weeks on the job. We lived in a little log cabin which belonged to Bishop Brinton and cooked our own meals, remaining on the work from Monday morning until Saturday night."

"In those days money was the scarcest article I know of. A bar of soap cost \$1, sugar was a dollar a pound and coal oil \$5 a gallon. Of course we did not use much sugar, very little soap and made tallow candles to burn instead of oil."

"I was offered a position in the Godbe-Pitts store by John Needham but refused it. Before I came to Salt Lake I worked with my father and went to school in England, completing in the schools there what education I secured."

Polished That Handle So Carefully

W. J. Halloran, Banker and Real Estate—"I was 12 years old when I secured my first job. It was during school vacation that I was employed in the office of Mayor Stevens of Carmila, Ontario, Canada. I went to work at \$8 a month, during the summer months. It was my duty to open the office and get everything in shape for the chief executive when he came to the office about 8 o'clock. I also carried his mail, and ran on numerous errands carrying letters and communications to the various officers of the town."

"When school started that fall, Mayor Stevens decided to employ me during the winter. I had to get up pretty early in the mornings in order to open up the office and build the fire and get other odd jobs done before going to school. After school I used to go back to the office and run on errands and do odd jobs. I also copied letters for Mayor Stevens during the winter and work sometimes kept me late at night in the office before I could go home and study my lessons. I saved some of the money I earned at my first job, and I want to say that the first \$1,000 is the hardest to get hold of and the hardest to save."

Hotel Clerk at Fifteen

Windsor V. Rice, President of Kelth-O'Brien Company, and Vice President of the National Copper Bank—"I was 15 years old when I started out to make a living for myself. I had no schooling to speak of when I left my home in Montreal, Canada. I went to Grand Haven, Mich., where I had an uncle. He was the proprietor of a hotel and I obtained my first employment away from home, from him. The hotel was known as the Rice house and had about 70 rooms in it. At that time it was the largest hotel in the place and was a first class house."

"When I applied for a position, my uncle found a place for me as clerk. After I became more thoroughly acquainted with the business I was promoted to book-keeper and later made purchasing agent, practically taking the management of the hotel."

"I remained there two years. When I first entered my uncle's employment as a clerk in the office I was paid \$30 a month. I was raised to \$60 a month after I became more useful to my uncle in his business. As a book-keeper I received \$75 a month and then my salary was raised again when I was made purchasing agent of the house."

"I gained some practical experience from my first job which has always been a help to me. I saved some of the first money I earned and was able to take up another line of business."

Took His First Contract at Twelve

Thomas Weir, Mining Operator and Capitalist—I signed up a contract on my first job to cut up 10 cords of wood in stove lengths and stack it in a cellar, and after a strenuous work I came out all right. I was 12 years old at the time and before all that wood was in the cellar I had nearly every boy my size in town working for me."

"I was living with my parents near Cambridge, Mass., when I noticed one morning that the merchant who lived across the way from my parents had advertised to have his wood cut up on a contract. I sized up the pile of wood and submitted my bid. When the tenders were opened I had underbid my competitors 50 cents, agreeing to do the work for \$16.50. The merchant was astonished when he found that I had undertaken to do the work on contract and had put in the lowest offer. He called to see my father about that it evening before he awarded the contract."

"If you will consent," the merchant said, "I will let your son have the job."

"If he wants it," my father said, "let him have it, he has my consent to do the work."

"I accepted the contract. I gave all the boys in the town some work on that job. At one time I believe I had about 25 boys working on that wood pile, some chopping and others carrying the wood in the cellar. I would give them from 10 to 25 cents for doing so much work. I did some chopping myself and in the end came out a little ahead. I had the work finished before the required time."

"After that I went in for contracting, enjoying that kind of work. While I was a boy I picked up a number of jobs on contracts which proved profitable to me."

Diminutive Cowboy in Texas

President Joy H. Johnson of the Commercial Club—"I got my little start punching cows when I was a boy 12 years old. I assisted in running cattle from the Panhandle country in Texas to South Dakota. It was strenuous work, those trips taking sometimes three or four months. In driving the cattle overland we followed the old Kansas trail to the gold fields of South Dakota."

"For this I got \$12 a month and my board. I was generally given the privilege of eating out of the mess wagon about twice a day. I stayed on the job for three or four years. Two trips a year were generally made by the live stock company I worked for. The remainder of the year I was on the ranges with the cattle in Texas."

"From a small boy I saved some money, having very few expenses which were not included in my board and lodgings. With the money I was able to branch out in another line of work which made me a livelihood."

Herded Cows at Ten

William M. Roylance, the wealthy fruit and produce grower and shipper of Provo, earned his first money herding cows—"At the age of 10 I started in as a herd boy," he said. "I had about 15 cows at a half day, later, at the age of 13, I worked for the late James Tucker as a cowboy at \$15 a month, and at 14 for Miller Bros. of Cottonwood, at \$20. At 15 I worked for D. B. Brinton of Cottonwood as a teamster, following a scraper, and thus helped to build the O. S. L. railroad near Granger, Wyo."

"In the early spring of 1881, at the age of 16, I bought a team, and in connection with George A. Storrs, my uncle, Thomas Roylance, and some other Springville men, took a grazing contract near Soda Springs, Ida., afterwards taking another contract near American Falls, Wyo. We made very good money, but the man for whom we sub-contracted failed, and we lost most of our summer's work. After taking a contract on the D. & R. G., I came home and started to school in 1881. In February 1882, I applied for a position as clerk and delivery boy in the Springville Co-op. I was taken on trial; the first month I received no wages, and if I suited was to be paid \$20 a month. After the month's trial I was accepted and after three months my wages were raised to \$25, later to \$30 and \$35, which were high for those days. I spent what I left wages I received in helping my parents, paying for night school tuition and the study of bookkeeping and telegraphy."

"Mr. Roylance subsequently learned the railroad business in the D. & R. G. office and freight house at Springville, and in 1885 started for himself in his present business."

From Herd Boy to Trader

Lafayette Holbrook, who was born in Salt Lake 60 years ago, herded cattle at \$2 a day when 12 years of age. "Stock buyers from Montana paid me \$1 a day to herd their cattle for 14 days," he said. "This was a man's wage at that time. The following spring I sent by Daniel Thompson \$24 of the \$28 earned the year before to Omaha with orders to purchase tea and tobacco. In the fall it was delivered, after paying the freight, at 22 cents a pound. This tea and tobacco was traded to the Indians for buckskin, pine nuts and such articles as could be sold to the stores or white people for money or traded for other articles. This made a profit for me on all articles handled and every time they were turned over. This little \$24 grew until the summer I reached 21 when I went to Kansas and bought 150 yearling steers, driving them west in a herd with other cattle. On Bear River near Evanston, they were sold at \$14.50 a head, having cost in Kansas \$5.50 each. This entire trip took three and one-half months. The following year I bought hogs in Iowa, shipping them to Ogden; and the next year, cattle in Texas, driving them to Millard county, the trip taking eight months. That year I also bought two carloads of furniture in the east and shipped it to Fillmore, and gradually became interested in the mercantile business, while continuing in the cattle business till the spring of 1889. I helped to organize the Consolidated Implement company, but this is getting away from my first job."

Drove a Delivery Wagon

Joseph Scowcroft, Wholesaler, Ogden—"My first real job was driving a delivery wagon from 7:30 every morning till 10 and 11 o'clock every night, for which I received \$20 per month, a princely sum in those days, especially in my eyes. On Saturday nights the stores were open till nearly midnight and it was often 2 o'clock the following morning before my day's work ended."

"With my parents and brothers, I arrived in this country from England in June, 1880. My brother Willard and myself worked part of the summer for a farmer near Ogden, doing odd jobs. In the fall, I started to school and continued for two days, when I had the good fortune to secure the job of delivery boy for James Wetherpoon, (now president of the North Weber stakes) who conducted a general mercantile and grocery establishment on Washington avenue, south of Dr. Wetherpoon's drug store, on the present site of the Boyle Hardware company."

"All that winter and until the following summer, I delivered dry goods and groceries, through mud and rain and bad weather and I really enjoyed the work. About that time, my father started in business and I, with years' experience as delivery boy, went to work with him."